



FORSYTH
TOBACCO
PRODUCTS

401 NORTH MAIN STREET
WINSTON-SALEM, NC 27102

June 30, 1998

TO: ROM's
FROM: M. L. Moore
RE: Labor Day Promotion

Please disseminate the enclosed Labor Day Promotion allocation sheets to your respective Account Managers as soon as practicable along with a copy of FSC #115-B (which is being e-mailed to all ROU's on Wednesday, July 1).

Sincerely,

Michael L. Moore
Retail Manager-Forsyth

MLM:srh

Enclosure

51845 4084

FORSYTH LABOR DAY 1998 WHOLESALE PROMOTION ALLOCATION

ACCT MANAGER S SHEFT
DIVISION # 1622

C/S ACCOUNT NO -----	ACCOUNT NAME -----	BRAND -----	4.0 WEEKS VOL (CTNS) -----	4.0 WKS X \$0.50 PROMO ALLOWANCE SEP 1998 PERIOD -----	EXISTING ALLIANCE ACCRUAL THRU 06/30/98 -----	MONTHS OF ACCRUAL BAL AT \$.55 CTN -----
9997510	PETER DAY WHOLESALE	BRANDON	36	\$18	\$1,073.00	54

NOTE : THIS ACCOUNT HAS 4 OR MORE MONTHS OF ACCRUAL IN ITS ALLIANCE ACCRUAL FUND AND WOULD MATCH OUR \$.50 CONTRIBUTION WITH A MINIMUM OF \$1.00 PER CARTON OF ITS OWN. (\$1.50 TOTAL)

BY SIGNING BELOW YOU ARE AUTHORIZING CUSTOMER SERVICES TO PLACE THE PROMOTIONAL ALLOWANCE DOLLARS INTO THE ACCOUNT'S ALLIANCE ACCRUAL FUND

SIGNATURE _____ DIV # _____ DATE _____

RJR ACCOUNT MANAGER _____
PRINT NAME

FAX TO CUSTOMER SERVICES (336) 741-2156

51845 4085

FORSYTH LABOR DAY 1998 WHOLESALE PROMOTION ALLOCATION

ACCT MANAGER GEORGIA BAIN
DIVISION # 1623

C/S ACCOUNT NO	ACCOUNT NAME	BRAND	4.0 WEEKS VOL (CTNS)	4.0 WKS X \$0.50 PROMD ALLOWANCE SEP 1998 PERIOD	EXISTING ALLIANCE ACCRUAL THRU 06/30/98	MONTHS OF ACCRUAL BAL AT \$.55 CTN
9992130	DONAHUE TOBACCO	FOCUS	350	\$175	\$1,278.63	6

NOTE : THIS ACCOUNT HAS 4 OR MORE MONTHS OF ACCRUAL IN ITS ALLIANCE ACCRUAL FUND AND WOULD MATCH OUR \$.50 CONTRIBUTION WITH A MINIMUM OF \$1.00 PER CARTON OF ITS OWN. (\$1.50 TOTAL)

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RJR ACCOUNT MANAGER _____
PRINT NAME

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51845 4086

FORSYTH LABOR DAY 1998 WHOLESALE PROMOTION ALLOCATION

ACCT MANAGER MICHAEL TISINGER
DIVISION # 1623

C/S ACCOUNT NO	ACCOUNT NAME	BRAND	4.0 WEEKS VOL (CTNS)	4.0 WKS X \$0.50 PROMO ALLOWANCE SEP 1998 PERIOD	EXISTING ALLIANCE ACCRUAL THRU 06/30/98	MONTHS OF ACCRUAL BAL AT \$.55 CTN
9994260	FINKLE DISTRIBUTORS,	QUALITY SMOKES MARKER	1,540	\$770	\$10,119.57	11

NOTE : THIS ACCOUNT HAS 4 OR MORE MONTHS OF ACCRUAL IN ITS ALLIANCE ACCRUAL FUND AND WOULD MATCH OUR \$.50 CONTRIBUTION WITH A MINIMUM OF \$1.00 PER CARTON OF ITS OWN. (\$1.50 TOTAL)

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RJR ACCOUNT MANAGER _____
PRINT NAME

FAX TO CUSTOMER SERVICES (336) 741-2156

51845 4087

FORSYTH LABOR DAY 1998 WHOLESALE PROMOTION ALLOCATION

ACCT MANAGER JAMES MCLEAN
DIVISION # 1642

C/S ACCOUNT NO	ACCOUNT NAME	BRAND	4.0 WEEKS VOL (CTNS)	4.0 WKS X \$0.50 PROMO ALLOWANCE SEP 1998 PERIOD	EXISTING ALLIANCE ACCRUAL THRU 06/30/98	MONTHS OF ACCRUAL BAL AT \$.55 CTN
-----	-----	-----	-----	-----	-----	-----
9992660	KLEIN CANDY COMPANY	BRENTWOOD	1,292	\$646	\$210.00	0

NOTE : THIS ACCOUNT HAS LESS THAN 4 MONTHS OF ACCRUAL IN ITS ALLIANCE ACCRUAL FUND AND WOULD MATCH OUR \$.50 CONTRIBUTION WITH A MINIMUM OF \$.50 PER CARTON OF ITS OWN. (\$1.00 TOTAL)

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SIGNATURE _____ DIV # _____ DATE _____

RJR ACCOUNT MANAGER _____
PRINT NAME

FAX TO CUSTOMER SERVICES (336) 741-2156

51845 4088

FORSYTH LABOR DAY 1998 WHOLESALE PROMOTION ALLOCATION

ACCT MANAGER JAMES MCLEAN
DIVISION # 1642

C/S ACCOUNT NO	ACCOUNT NAME	BRAND	4.0 WEEKS VOL (CTNS)	4.0 WKS X \$0.50 PROMO ALLOWANCE SEP 1998 PERIOD	EXISTING ALLIANCE ACCRUAL THRU 06/30/98	MONTHS OF ACCRUAL BAL AT \$.55 CTN
-----	-----	-----	-----	-----	-----	-----
9994240	MOUNTAIN/SERVICE DIS	JACKS CARDINAL	1,568	\$784	\$324.00	0

NOTE : THIS ACCOUNT HAS LESS THAN 4 MONTHS OF ACCRUAL IN ITS ALLIANCE ACCRUAL FUND AND WOULD MATCH OUR \$.50 CONTRIBUTION WITH A MINIMUM OF \$.50 PER CARTON OF ITS OWN. (\$1.00 TOTAL)

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SIGNATURE _____ DIV # _____ DATE _____

RJR ACCOUNT MANAGER _____
PRINT NAME

FAX TO CUSTOMER SERVICES (336) 741-2156

51845 4089

FORSYTH LABOR DAY 1998 WHOLESALE PROMOTION ALLOCATION

ACCT MANAGER HERBERT BATTLE
DIVISION # 1642

C/S ACCOUNT NO	ACCOUNT NAME	BRAND	4.0 WEEKS VOL (CTNS)	4.0 WKS X \$0.50 PROMO ALLOWANCE SEP 1998 PERIOD	EXISTING ALLIANCE ACCRUAL THRU 06/30/98	MONTHS OF ACCRUAL BAL AT \$.55 CTN
9994640	MANCHESTER WHOLESALE	BEST CHOICE	73	\$36	\$4,380.96	109

NOTE : THIS ACCOUNT HAS 4 OR MORE MONTHS OF ACCRUAL IN ITS ALLIANCE ACCRUAL FUND AND WOULD MATCH OUR \$.50 CONTRIBUTION WITH A MINIMUM OF \$1.00 PER CARTON OF ITS OWN. (\$1.50 TOTAL)

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SIGNATURE _____ DIV # _____ DATE _____

RJR ACCOUNT MANAGER _____
PRINT NAME

FAX TO CUSTOMER SERVICES (336) 741-2156

0605 5815

FORSYTH LABOR DAY 1998 WHOLESALE PROMOTION ALLOCATION

ACCT MANAGER SHARON SCHWALM
DIVISION # 1642

C/S ACCOUNT NO	ACCOUNT NAME	BRAND	4.0 WEEKS VOL (CTNS)	4.0 WKS X \$0.50 PROMO ALLOWANCE SEP 1998 PERIOD	EXISTING ALLIANCE ACCRUAL THRU 06/30/98	MONTHS OF ACCRUAL BAL AT \$.55 CTN
9997260	JONES MCINTOSH	BRANDON	203	\$101	\$1,533.87-	0

NOTE : THIS ACCOUNT HAS LESS THAN 4 MONTHS OF ACCRUAL IN ITS ALLIANCE ACCRUAL FUND AND WOULD MATCH OUR \$.50 CONTRIBUTION WITH A MINIMUM OF \$.50 PER CARTON OF ITS OWN. (\$1.00 TOTAL)

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SIGNATURE _____ DIV # _____ DATE _____

RJR ACCOUNT MANAGER _____
PRINT NAME

FAX TO CUSTOMER SERVICES (336) 741-2156

1604 54815

FORSYTH LABOR DAY 1998 WHOLESALE PROMOTION ALLOCATION

ACCT MANAGER RENEE DUSZYNSKI
DIVISION # 1645

C/S ACCOUNT NO	ACCOUNT NAME.	BRAND	4.0 WEEKS VOL (CTNS)	4.0 WKS X \$0.50 PROMO ALLOWANCE SEP 1998 PERIOD	EXISTING ALLIANCE ACCRUAL THRU 06/30/98	MONTHS OF ACCRUAL BAL AT \$.55 CTN
-----	-----	-----	-----	-----	-----	-----
6499200	TRIPIFOODS, INC.	PRICE MASTER	1.052	\$526	\$5,967.13	10

NOTE : THIS ACCOUNT HAS 4 OR MORE MONTHS OF ACCRUAL IN ITS ALLIANCE ACCRUAL FUND AND WOULD MATCH OUR \$.50 CONTRIBUTION WITH A MINIMUM OF \$1.00 PER CARTON OF ITS OWN. (\$1.50 TOTAL)

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RJR ACCOUNT MANAGER _____
PRINT NAME

FAX TO CUSTOMER SERVICES (336) 741-2156

51845 4092

FORSYTH LABOR DAY 1998 WHOLESALE PROMOTION ALLOCATION

ACCT MANAGER ANTHONY ZECCA
DIVISION # 1645

C/S ACCOUNT NO	ACCOUNT NAME	BRAND	4.0 WEEKS VOL (CTNS)	4.0 WKS X \$0.50 PROMO ALLOWANCE SEP 1998 PERIOD	EXISTING ALLIANCE ACCRUAL THRU 06/30/98	MONTHS OF ACCRUAL BAL AT \$.55 CTN
-----	-----	-----	-----	-----	-----	-----
9995330	ELMIRA DISTRIBUTING	CARDINAL	92	\$46	\$788.00	15

NOTE : THIS ACCOUNT HAS 4 OR MORE MONTHS OF ACCRUAL IN ITS ALLIANCE ACCRUAL FUND AND WOULD MATCH OUR \$.50 CONTRIBUTION WITH A MINIMUM OF \$1.00 PER CARTON OF ITS OWN. (\$1.50 TOTAL)

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SIGNATURE _____ DIV # _____ DATE _____

RJR ACCOUNT MANAGER _____
PRINT NAME

FAX TO CUSTOMER SERVICES (336) 741-2156

51845 4093

FORSYTH LABOR DAY 1998 WHOLESALE PROMOTION ALLOCATION

ACCT MANAGER ANTHONY ZECCA
DIVISION # 1645

C/S ACCOUNT NO	ACCOUNT NAME	BRAND	4.0 WEEKS VOL (CTNS)	4.0 WKS X \$0.50 PROMO ALLOWANCE SEP 1998 PERIOD	EXISTING ALLIANCE ACCRUAL THRU 06/30/98	MONTHS OF ACCRUAL BAL AT \$.55 CTN
9996670	R. L. JONES	FOCUS	498	\$249	\$1,915.61	6

NOTE : THIS ACCOUNT HAS 4 OR MORE MONTHS OF ACCRUAL IN ITS ALLIANCE ACCRUAL FUND AND WOULD MATCH OUR \$.50 CONTRIBUTION WITH A MINIMUM OF \$1.00 PER CARTON OF ITS OWN. (\$1.50 TOTAL)

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RJR ACCOUNT MANAGER _____
PRINT NAME

FAX TO CUSTOMER SERVICES (336) 741-2156

51845 4094

FORSYTH LABOR DAY 1998 WHOLESALE PROMOTION ALLOCATION

ACCT MANAGER ANTHONY ZECCA
DIVISION # 1645

C/S ACCOUNT NO	ACCOUNT NAME	BRAND	4.0 WEEKS VOL (CTNS)	4.0 WKS X \$0.50 PROMO ALLOWANCE SEP 1998 PERIOD	EXISTING ALLIANCE ACCRUAL THRU 06/30/98	MONTHS OF ACCRUAL BAL AT \$.55 CTN
9996840	J. A. CALDERON	HIGHWAY	258	\$129	\$4,015.38	28

NOTE : THIS ACCOUNT HAS 4 OR MORE MONTHS OF ACCRUAL IN ITS ALLIANCE ACCRUAL FUND AND WOULD MATCH OUR \$.50 CONTRIBUTION WITH A MINIMUM OF \$1.00 PER CARTON OF ITS OWN. (\$1.50 TOTAL)

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RJR ACCOUNT MANAGER _____
PRINT NAME

FAX TO CUSTOMER SERVICES (336) 741-2156

51845 4095

FORSYTH LABOR DAY 1998 WHOLESALE PROMOTION ALLOCATION

ACCT MANAGER KURT JURGENSEN
DIVISION # 1645

C/S ACCOUNT NO	ACCOUNT NAME	BRAND	4.0 WEEKS VOL (CTNS)	4.0 WKS X \$0.50 PROMO ALLOWANCE SEP 1998 PERIOD	EXISTING ALLIANCE ACCRUAL THRU 06/30/98	MONTHS OF ACCRUAL BAL AT \$.55 CTN
9991840	DERIGO SALES, INC.	QUALITY SMOKES	129	\$64	\$1,713.80	24

NOTE : THIS ACCOUNT HAS 4 OR MORE MONTHS OF ACCRUAL IN ITS ALLIANCE ACCRUAL FUND AND WOULD MATCH OUR \$.50 CONTRIBUTION WITH A MINIMUM OF \$1.00 PER CARTON OF ITS OWN. (\$1.50 TOTAL)

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RJR ACCOUNT MANAGER _____
PRINT NAME

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51845 4096

FORSYTH LABOR DAY 1998 WHOLESALE PROMOTION ALLOCATION

ACCT MANAGER KURT JURGENSEN
DIVISION # 1645

C/S ACCOUNT NO	ACCOUNT NAME	BRAND	4.0 WEEKS VOL (CTNS)	4.0 WKS X \$0.50 PROMO ALLOWANCE SEP 1998 PERIOD	EXISTING ALLIANCE ACCRUAL THRU 06/30/98	MONTHS OF ACCRUAL BAL AT \$.55 CTN
-----	-----	-----	-----	-----	-----	-----
9999330	FLEMING/BUFFALO DIV.	RAINBOW	793	\$396	\$5,274.69	12

NOTE : THIS ACCOUNT HAS 4 OR MORE MONTHS OF ACCRUAL IN ITS ALLIANCE ACCRUAL FUND AND WOULD MATCH OUR \$.50 CONTRIBUTION WITH A MINIMUM OF \$1.00 PER CARTON OF ITS OWN. (\$1.50 TOTAL)

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PRINT NAME

FAX TO CUSTOMER SERVICES (336) 741-2156

51845 4097

FORSYTH LABOR DAY 1998 WHOLESALE PROMOTION ALLOCATION

ACCT MANAGER RICHARD TANCHYK
DIVISION # 1642

C/S ACCOUNT NO -----	ACCOUNT NAME -----	BRAND -----	4.0 WEEKS VOL (CTNS) -----	4.0 WKS X \$0.50 PROMO ALLOWANCE SEP 1998 PERIOD -----	EXISTING ALLIANCE ACCRUAL THRU 06/30/98 -----	MONTHS OF ACCRUAL BAL AT \$.55 CTN -----
9997640	CAPITAL CANDY	MARKER	812	\$406	\$2,282.00	5

NOTE : THIS ACCOUNT HAS 4 OR MORE MONTHS OF ACCRUAL IN ITS ALLIANCE ACCRUAL FUND AND WOULD MATCH OUR \$.50 CONTRIBUTION WITH A MINIMUM OF \$1.00 PER CARTON OF ITS OWN. (\$1.50 TOTAL)

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RJR ACCOUNT MANAGER _____
PRINT NAME

FAX TO CUSTOMER SERVICES (336) 741-2156

8605 51815

FORSYTH LABOR DAY 1998 WHOLESALE PROMOTION ALLOCATION

ACCT MANAGER RICHARD TANCHYK
DIVISION # 1642

C/S ACCOUNT NO	ACCOUNT NAME	BRAND	4.0 WEEKS VOL (CTNS)	4.0 WKS X \$0.50 PROMO ALLOWANCE SEP 1998 PERIOD	EXISTING ALLIANCE ACCRUAL THRU 06/30/98	MONTHS OF ACCRUAL BAL AT \$.55 CTN
9997050	E & J DISTRIBUTORS	BRANDON	332	\$166	\$718.78	3

NOTE : THIS ACCOUNT HAS LESS THAN 4 MONTHS OF ACCRUAL IN ITS ALLIANCE ACCRUAL FUND AND WOULD MATCH OUR \$.50 CONTRIBUTION WITH A MINIMUM OF \$.50 PER CARTON OF ITS OWN. (\$1.00 TOTAL)

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PRINT NAME

FAX TO CUSTOMER SERVICES (336) 741-2156

51845 4099

FORSYTH LABOR DAY 1998 WHOLESALE PROMOTION ALLOCATION

ACCT MANAGER RICHARD TANCHYK
DIVISION # 1642

C/S ACCOUNT NO	ACCOUNT NAME	BRAND	4.0 WEEKS VOL (CTNS)	4.0 WKS X \$0.50 PROMO ALLOWANCE SEP 1998 PERIOD	EXISTING ALLIANCE ACCRUAL THRU 06/30/98	MONTHS OF ACCRUAL BAL AT \$.55 CTN
9996030	HIBBERT & MCGEE	QUALITY SMOKES	1,550	\$775	\$138.00	0

NOTE : THIS ACCOUNT HAS LESS THAN 4 MONTHS OF ACCRUAL IN ITS ALLIANCE ACCRUAL FUND AND WOULD MATCH OUR \$.50 CONTRIBUTION WITH A MINIMUM OF \$.50 PER CARTON OF ITS OWN. (\$1.00 TOTAL)

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FAX TO CUSTOMER SERVICES (336) 741-2156

0014 51815

FORSYTH LABOR DAY 1998 WHOLESALE PROMOTION ALLOCATION

ACCT MANAGER RICHARD TANCHYK
DIVISION # 1642

C/S ACCOUNT NO	ACCOUNT NAME	BRAND	4.0 WEEKS VOL (CTNS)	4.0 WKS X \$0.50 PROMO ALLOWANCE SEP 1998 PERIOD	EXISTING ALLIANCE ACCRUAL THRU 06/30/98	MONTHS OF ACCRUAL BAL AT \$.55 CTN
9995750	SAM FRANK, INC.	PILOT	304	\$152	\$38.00	0

NOTE : THIS ACCOUNT HAS LESS THAN 4 MONTHS OF ACCRUAL IN ITS ALLIANCE ACCRUAL FUND AND WOULD MATCH OUR \$.50 CONTRIBUTION WITH A MINIMUM OF \$.50 PER CARTON OF ITS OWN. (\$1.00 TOTAL)

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PRINT NAME

FAX TO CUSTOMER SERVICES (336) 741-2156

51845 4101

FORSYTH LABOR DAY 1998 WHOLESALE PROMOTION ALLOCATION

ACCT MANAGER RICHARD TANCHYK
DIVISION # 1642

C/S ACCOUNT NO	ACCOUNT NAME	BRAND	4.0 WEEKS VOL (CTNS)	4.0 WKS X \$0.50 PROMO ALLOWANCE SEP 1998 PERIOD	EXISTING ALLIANCE ACCRUAL THRU 06/30/98	MONTHS OF ACCRUAL BAL AT \$.55 CTN
-----	-----	-----	-----	-----	-----	-----
9994340	STANDARD-ROSENBAUM,	WORTH	516	\$258	\$8,127.81	28

NOTE : THIS ACCOUNT HAS 4 OR MORE MONTHS OF ACCRUAL IN ITS ALLIANCE ACCRUAL FUND AND WOULD MATCH OUR \$.50 CONTRIBUTION WITH A MINIMUM OF \$1.00 PER CARTON OF ITS OWN. (\$1.50 TOTAL)

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SIGNATURE _____ DIV # _____ DATE _____

RJR ACCOUNT MANAGER _____
PRINT NAME

FAX TO CUSTOMER SERVICES (336) 741-2156

51845 4102

FORSYTH LABOR DAY 1998 WHOLESALE PROMOTION ALLOCATION

ACCT MANAGER RICHARD TANCHYK
DIVISION # 1642

C/S ACCOUNT NO	ACCOUNT NAME	BRAND	4.0 WEEKS VOL (CTNS)	4.0 WKS X \$0.50 PROMO ALLOWANCE SEP 1998 PERIOD	EXISTING ALLIANCE ACCRUAL THRU 06/30/98	MONTHS OF ACCRUAL BAL AT \$.55 CTN
-----	-----	-----	-----	-----	-----	-----
9994280	DOWLINGS, INC.	WORTH	92	\$46	\$1,895.17	37

NOTE : THIS ACCOUNT HAS 4 OR MORE MONTHS OF ACCRUAL IN ITS ALLIANCE ACCRUAL FUND AND WOULD MATCH OUR \$.50 CONTRIBUTION WITH A MINIMUM OF \$1.00 PER CARTON OF ITS OWN. (\$1.50 TOTAL)

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51845 4103